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# VIGNETTES

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## The Agricultural Trade and Marketing Information Center Newsletter

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No. 21, August 1995 (Issued Quarterly)

### Select Subject Directory to Marketing and Trade Assistance Resources

This directory contains a quick reference to frequently asked marketing and trade assistance resources on agribusiness, exports, imports, and related topics.

**Additives, Food and Color - Foreign Regulations**  
Office of Food Safety and Technical Service  
Foreign Agricultural Service, USDA  
Tel: 202-720-2239

**Agribusiness - Development Programs**  
Food Industries Division  
International Cooperation and Development  
Foreign Agricultural Service, USDA  
Tel: 202-690-1339

**Agribusiness - Information**  
Food Industries Division  
International Cooperation and Development  
Foreign Agricultural Service, USDA  
Tel: 202-690-2981  
FAX: 202-690-3982

**Agribusiness - Missions, Trade & Investment, Workshops**  
Food Industries Division  
International Cooperation and Development  
Foreign Agricultural Service, USDA  
Tel: 202-690-2988

**AgExport Connections**  
AgExport Services Division  
Foreign Agricultural Service, USDA  
Tel: 202-690-3424

**Buyer Alert Program**  
AgExport Services Division  
Foreign Agricultural Service, USDA  
Tel: 202-690-3421

**Calendars of Food Shows - International/FAS Sponsored**  
AgExport Services Division  
Foreign Agricultural Service, USDA  
Tel: 202-690-1182

**Commodity Credit Corporation - CCC Direct Export Sales**  
Commodity Credit Corporation Operation Division, USDA  
Tel: 202-720-6211

**Cooperator Programs**  
Marketing Operations Staff  
Foreign Agricultural Service, USDA  
Tel: 202-720-5521

**Cottonseed**  
Oilseed and Products Division  
Foreign Agricultural Service, USDA  
Tel: 202-690-4199  
FAX: 202-720-9491

**Dairy/Livestock/Poultry - Marketing/Trade Information**  
Dairy Livestock and Poultry Division  
Foreign Agricultural Service, USDA  
Tel: 202-720-8031  
FAX: 202-720-0617

**Dairy/Livestock/Poultry - Special Areas**  
Dairy Livestock and Poultry Division  
Foreign Agricultural Service, USDA

- Dairy Export Incentive Program  
Tel: 202-720-3761
- Export Enhancement Program  
Tel: 202-690-3129; 202-720-7660; 202-720-4884

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ATMIC, NAL, USDA, Room 304  
Beltsville, Maryland 20705-2351

Phone: (301) 504-5509  
TTY: (301) 504-6856  
FAX: (301) 504-6409  
Internet: mlassany@nalusda.gov

## **Directory, continued from page 1**

- **Market Promotion Programs**  
Tel: 202-720-2461
- **U.S. Meat Import Law**  
Tel: 202-720-1352

### **Export Assistance Centers (EACs)**

EACs offer services and programs of the U.S. Department of Commerce, U.S. Small Business Administration, Export-Import Bank of the U.S., and other public/private trade partners

- **EAC-Baltimore**  
World Trade Center  
401 East Pratt St., Ste. 2432  
Baltimore, MD 21202  
Tel: 410-962-4539
- **EAC-Chicago**  
Xerox Center  
55 West Monroe St., Ste. 2440  
Chicago, IL 60603  
Tel: 312-353-8040
- **EAC-Los Angeles**  
One World Trade Center, Ste. 1670  
Long Beach, CA 90831  
Tel: 310-980-4550
- **EAC-Miami**  
Trade Port Building  
5600 Northwest 36th St., 6th Floor  
Miami, FL 33166  
Tel: 305-526-7425

### **Export Assistance Information - Industrial Products**

Trade Information Center  
U.S. Department of Commerce  
Tel: 202-482-0543  
Tel: 1-800-872-8723

### **Export Enhancement Program (EEP)**

Commodity and Marketing Programs  
Foreign Agricultural Service, USDA  
Tel: 202-720-9059

The EEP helps U.S. agricultural producers, processors, and exporters gain access to foreign market. The program makes possible sales of U.S. agricultural products that would otherwise not have been made to subsidized prices offered by competitor countries.

EEP includes information on the following: What commodities are eligible, who can participate in the program; how countries and commodities are selected; how a sale is made; who gets the bonus and how; reporting of sale; and more.

### **Exporters - U.S. Supplier List**

AgExport Services Division  
Foreign Agricultural Service, USDA  
Tel: 202-690-3421

### **Farm Equipment/Machinery**

Industry Desk  
U.S. Department of Commerce  
Tel: 202-482-4708

### **Fertilizer**

- **Chemical and Allied Products/Pesticide Industry Desk**  
U.S. Department of Commerce  
Tel: 202-482-0128
- **The Fertilizer Institute**  
501 - 2nd St., N.E.  
Washington, DC 20002  
Tel: 202-675-8250  
FAX: 202-544-8123
- **International Fertilizer Development Center**  
P.O. Box 2040  
Muscle Shoals, AL 35662  
Tel: 205-381-6600  
FAX: 205-381-7408

### **Fertilizer - Pesticides Registration U.S.**

U.S. Environmental Protection Agency  
Tel: 202-557-7700

### **Fertilizer - Pesticides**

Economic Research Service, USDA  
Tel: 202-219-0433

### **Fertilizer - Pesticides Residues**

Agricultural Research Service, USDA  
Tel: 301-504-5605

### **Fertilizer - Pesticides Tolerances, Foreign and Codex Alimentarius**

Office of Food Safety and Technical Services  
Foreign Agricultural Service, USDA  
Tel: 202-720-2239

### **Fertilizer - Statistics**

Economic Research Service, USDA  
Tel: 202-720-2248

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### **Foreign Buyer/Importer Lists**

AgExport Services Division  
Foreign Agricultural Service, USDA  
Tel: 202-690-3416

### **Foreign Trade Data Services**

U.S. Bureau of the Census  
Economics and Statistics Administration  
U.S. Department of Commerce  
Tel: 301-763-5140; 301-763-7754

### **Forest Products**

Forest Products Division  
Foreign Agricultural Service, USDA  
Tel: 202-720-0638  
FAX: 202-720-8461

### **Frozen Foods**

Industry Desk  
U.S. Department of Commerce  
Tel: 202-482-2428

### **Grains and Feeds**

Grain and Feed Division  
Commodity and Marketing Programs  
Foreign Agricultural Service, USDA  
Tel: 202-720-6219; 202-720-4933

### **Harmonized Tariff Schedule - Classification**

Multilateral Trade Policy Affairs Division  
Foreign Agricultural Service, USDA  
Tel: 202-720-6064

### **Harmonized Tariff Schedule - Updating**

U.S. International Trade Commission  
Tel: 202-205-2602

### **Harmonized Tariff Schedule - Harmonized System**

Commodity composition of U.S. Agricultural and selected nonagricultural exports listed in: *Foreign Agricultural Trade of the United States (FATUS)*, Fiscal Year 1993 supplement. Published by Economic Research Service, USDA.

### **Health and Sanitary Regulations - Foreign**

Office of Food Safety and Technical Service  
Foreign Agricultural Service, USDA  
Tel: 202-720-2239

### **Health and Sanitary Export Index**

Food Safety and Inspection Service, USDA  
Tel: 202-501-6022

### **High-Value Products Marketing Programs**

AgExport Services Division  
Foreign Agricultural Service, USDA  
Tel: 202-720-3031

### **Horticultural and Tropical Products**

Horticultural and Tropical Products Division  
Foreign Agricultural Service, USDA  
Tel: 202-720-6590  
FAX: 202-720-3799

### **Imports**

- **Animal Health Protection**  
Animal and Plant Health Inspection Service, USDA  
Tel: 301-734-8170
- **Central America**  
Food Industries Division  
International Cooperation and Development  
Foreign Agricultural Service, USDA  
Tel: 202-690-2981
- **Dairy Import Program - U.S.**  
Import Policies and Programs Division  
Foreign Agricultural Service, USDA  
Tel: 202-720-2916; 202-720-1342
- **Food Safety Inspection of Imports**  
U.S. Food and Drug Administration  
Tel: 202-205-5251
- **Foreign Import Requirements**  
Food Safety and Inspection Service, USDA  
Tel: 202-501-6022
- **Fruit Import Regulations**  
Animal and Plant Health Inspection Service, USDA  
Tel: 301-734-8645
- **Hides and Skins Imports**  
Dairy, Livestock and Poultry Division  
Foreign Agricultural Service, USDA  
Tel: 202-720-7715
- **Livestock Import Regulations**  
Animal and Plant Health Inspection Service, USDA  
Tel: 301-734-8170
- **Meat Import Law**  
Dairy, Livestock and Poultry Division  
Foreign Agricultural Service, USDA  
Tel: 202-720-1352

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- Pork Imports  
Dairy, Livestock and Poultry Division  
Foreign Agricultural Service, USDA  
Tel: 202-720-1349
- Seafood Imports  
U.S. Food and Drug Administration  
Tel: 202-205-5251
- Seeds Import Inspection  
Animal and Plant Health Inspection Service,  
USDA  
Tel: 301-734-6799
- Sugar Import Quota  
Import Policies and Programs Division  
Foreign Agricultural Service, USDA  
Tel: 202-720-5676
- Tobacco Import Inspection  
Agricultural Marketing Service, USDA  
Tel: 202-205-0489
- U.S. Customs Service-Imports  
U.S. Department of Treasury  
Tel: 202-927-6724  
FAX: 202-927-1393
- U.S. Customs Service-Trade Operations  
U.S. Department of Treasury  
Tel: 202-927-0300  
FAX: 202-927-1096

**Labeling - Foreign Requirements**  
Office of Food Safety and Technical Services  
Foreign Agricultural Service, USDA  
Tel: 202-720-9408

**Labeling - U.S. Meat and Poultry**  
Food Safety Inspection Service, USDA  
Tel: 202-254-2590

**Labeling - U.S. Regulatory Guidance, Non-Meat  
and Poultry**  
U.S. Food and Drug Administration  
Tel: 202-205-5251

**Market News**  
Agricultural Marketing Service, USDA

- Dairy  
Tel: 202-720-7461  
FAX: 202-720-4844
- Fruit and Vegetable  
Tel: 202-720-2745  
FAX: 202-720-0547

- Livestock and Grain  
Tel: 202-720-6231  
FAX: 202-690-3732
- Poultry  
Tel: 202-720-6911  
FAX: 202-205-2403
- Tobacco  
Tel: 202-205-0337  
FAX: 202-205-0099

**Oilseeds and Products**  
Oilseeds and Products Division  
Foreign Agricultural Service, USDA  
Tel: 202-720-7037  
FAX: 202-720-7670

**Snack Foods**  
Trade and Economic Analysis Division  
Foreign Agricultural Service, USDA  
Tel: 202-720-1034

### **Transportation**

- Cargo Preference  
General Sales Manager  
Foreign Agricultural Service, USDA  
Tel: 202-720-4274
- Foreign Transport  
Agricultural Marketing Service, USDA  
Tel: 202-690-5319
- Grain, Feed, Soybeans  
Agricultural Marketing Service, USDA  
Tel: 202-690-1325
- High-Value/Value Added  
Agricultural Marketing Service, USDA  
Tel: 202-690-1336
- Meat, Livestock, Dairy  
Agricultural Marketing Service, USDA  
Tel: 202-690-1319
- Ocean-Air Regulation  
Agricultural Marketing Service, USDA  
Tel: 202-690-1334
- Ocean-Air Rates and Services  
Agricultural Marketing Service, USDA  
Tel: 202-690-1326
- Ocean Shipping  
U.S. Department of Commerce  
Tel: 202-482-5012



## ATMIC Publications Available Electronically

The Agricultural Trade and Marketing Information Center (ATMIC) now has a "Home Page" on the Internet. In addition, ATMIC maintains a variety of electronic access points for the full texts of its bibliographies, resource lists, newsletters, and information on U.S. exports, implications of world events, shifting global trends, and other topics. These access points and methods are summarized below:

- **The ATMIC Gopher and World Wide Web Home Page**

ATMIC maintains easy-to-use gopher and World Wide Web sites where users may read or download files. Because ATMIC is linked to other gophers and World Wide Web sites worldwide, the Internet route used to reach ATMIC will vary.

**System Requirements:** Internet access with gopher, telnet, or World Wide Web capability.

**Internet Access Methods:**

- » ATMIC Gopher: Gopher to [gopher.nalusda.gov](http://gopher.nalusda.gov). From the National Agricultural Library's root directory, select NAL Information Centers, then Agricultural Trade and Marketing Information Center.
- » ATMIC Gopher: Telnet to a public gopher site (such as Library of Congress at [marvel.loc.gov](http://marvel.loc.gov); log in as marvel) and follow menu choices to the list of Maryland or Government gophers. Choose Agricultural Trade and Marketing Information Center/USDA.
- » ATMIC World Wide Web home page: Point your browser to the Uniform Resource Locator (URL) <http://www.nalusda.gov/atmic.html>.

- **Agricultural Library Forum (ALF)**

ALF is the electronic bulletin board system (BBS) of the National Agricultural Library, where users may download the full text of ATMIC's publications.

**System Requirements:** modem and communications software, or Internet access with telnet or World Wide Web capability.

**BBS Access Methods:**

- » By modem (up to 14,400 bps), dial 301-504-6510, 301-504-5111, 301-504-5496, or 301-504-5497. The settings are: 8 data bits, 1 stop bit, no parity, full duplex. Follow the prompts to log in, selecting a password of your choice. Most ATMIC files are listed in the "General" file directory [select F)iles from the Main Menu; select L)ist from the File Menu; then type "General" when prompted to enter a file category].
- » Telnet to [fedworld.gov](http://fedworld.gov) and choose U: Utilities/Files/Mail, then D: GateWay System (Access to other government systems/databases), and then D: Connect to Gov't sys/databases. Type a "?" to view the entire gateway list, then find and select ALF (USDA): National Agricultural Library BBS.
- » Point your World Wide Web browser to the URL <http://www.fedworld.gov>, follow the link to Fedworld Telnet Site, and continue with telnet instructions above.

## Items of Interest

### Agribusiness Linkage Program

The U.S. Department of Agriculture (USDA) is promoting U.S. agribusiness and the development of new markets in the former Soviet Union, the Baltics, and Poland through its Agribusiness Linkage Program (AgLink). For information about AgLink contact: Coordinator, Agribusiness Linkage Program, RSED/ICD/FAS, Room 3222 South Building, U.S. Department of Agriculture, Washington, DC 20250-4300. Tel: 202-720-8877; FAX: 202-690-0892.

### Ag Related Internet Sites

- USDA's Foreign Agricultural Service now has a "Home Page" on the Internet. Information consists of: Attaches marketing and trade reports, FAS publications, food market reports, trade show information, USDA regulations, export/import data files, and more. To access the FAS World Wide Web home page, point your browser to URL: <http://www.usda.gov:8000/fas/> or <http://www.nalusda.gov/fas/>.
- Asia Regional Agribusiness Project provides market information available from the USAID-funded RAP project. Includes selected articles from the bi-monthly magazine Market Asia and the RAP Market Information Bulletins. Home page: <http://www.milcom.com/rap/>.
- Fintrac Links to the World of Ag provides market and postharvest information for a range of specialty high-value tropical fruits and vegetables. Home page: <http://www.milcom.com/fintrac/>.  
For more information on the Asia Regional Agribusiness Project or Fintrac Links to the World of Ag, e-mail: [tklotzbach@milcom.com](mailto:tklotzbach@milcom.com).

### Baltic-American Enterprise Fund

The Baltic-American Enterprise Fund was established under the Support for Eastern European Democracy Act of 1989. The Fund is capitalized at \$50 million and will provide a variety of financial services to small and medium-sized enterprises in Estonia, Latvia, and Lithuania. For information, contact: The Baltic-American Enterprise Fund, 1625 K Street, N.W., Ste. 903, Washington, DC 20006. Tel: 202-835-0955; FAX: 202-835-0955. (Source: Eastern Europe Business Information Center, U.S. Department of Commerce.)

### Information Packet: Assistance Programs for the Newly Independent States

The Information Packet contains information on the American Business Center (ABC) Program. ABC network is being established throughout Russia and the Newly Independent States to provide U.S. companies with critical business facilitation services such as short term office space, market research and counseling, telecommunication and computer equipment, translation and secretarial service.

ABC location will include: Chelyabinsk, Khabarovsk, Nizhnevartovsk, Nizhny, Novgorod, Novosibirsk, St. Petersburg, Vladivostok, Volgograd, Yekaterinburg, and Yuzhno-Sakhalinsk, Russia; Kiev, Ukraine; Tashkent, Uzbekistan; Almaty, Kazakhstan; and Minsk, Belarus.

For more information on the ABCs, and availability of the Information Packet, leave your name and address on the ABC voice mailbox by calling BISNIS at 202-482-4655, option 21 or FAX: 202-482-2293.

### Romanian-American Enterprise Fund

The Romanian-American Enterprise Fund recently opened for business. It is a private, nonprofit U.S. corporation, capitalized by a three year grant totaling \$50 million from the U.S. Agency for International Development. The fund's goals are to encourage the creation and expansion of small and medium-sized enterprises in Romania through transactions and investments, to promote and disseminate Western business know-how and practice, and to demonstrate to other potential investors that private sector investment can be undertaken profitably in Romania. For more information about the Fund, contact: Romanian American Enterprise Fund, 1825 I Street, N.W., Ste. 400, Washington, DC 20006. Tel: 202-429-2012; FAX: 202-775-4180. Rokura Business Center c/o Hotel Dorobanti, Calea Dorobantilor 1-7, Bucuresti, Romania. Tel: (40-1) 211 76 94; FAX: (40-1) 211 06 79. (Source: Eastern Europe Business Information Center, U.S. Department of Commerce.)



## Publications

### Books/Directories/Guides

#### U.S. Department of Commerce Publications

The following five publications can be ordered from:

- Superintendent of Documents  
P.O. Box 371954  
Pittsburgh, PA 15250-7954  
Tel: 202-512-1800  
FAX: 202-512-2250
- » *A Basic Guide to Exporting*. A "how to" directory of public/private resources aimed at helping the U.S. exporter. Stock no.: 003-009-00604, cost: \$9.50
- » *China Business Guide*. An extensive guide to doing business in China. Covers information on marketing, foreign trade regulations, foreign investment, taxation, and U.S. export controls. Stock no.: 003-009-00637-6, cost: \$4.00.
- » *Competing to Win in a Global Economy*. Features a discussion on the U.S. position in terms of global competitiveness. Stock no.: 003-009-00646, cost: \$7.50
- » *U.S. Foreign Trade Highlights*. Annual publication, provides data on U.S. international trade in goods and services. Emphasis is on goods trade: aggregate exports and imports, U.S. commodity and country/regional trade balances, and shifts in the commodity composition of U.S. exports and imports with major trading partners and regions. Stock no.: 003-009-00641-4, cost: \$14.00
- » *U.S. Global Trade Outlook, 1995-2000: Toward the 21st Century*. This publication discusses the fastest growing markets for U.S. exports. Stock no.: 003-009-00650-3, cost: \$8.00.
- *Destination Japan*. A comprehensive guide to doing business in Japan. Publisher: Washington, DC: International Trade Administration, U.S. Department of Commerce, 1994.  
  
Available from: National Technical Information Service, Document no.: PB94164787, tel: 703-487-4650, cost: \$25.00
- *Directory of Associations of Specialized Importers*. Publisher: Geneva, Switzerland, International Trade Centre UNCTAD/GATT, 1993. 208 pp.

Trilingual (English, French, Spanish) directory of associations grouping importers, with international coverage; lists associations by country with product groups of interest; classified according to Standard International Trade Classification (SITC, Rev 2); addresses and information on number of member importers, types of services and publications when available; includes alphabetical product index and list of countries covered in the directory.

**Order from:** International Trade Centre UNCTAD/GATT, Publications Unit, Palais des Nations, 1211 Geneva 10, Switzerland. (Free to developing countries.)

- *Export Programs: A Business Directory of U.S. Government Services*. Publisher: Washington, DC: U.S. Government's Trade Promotion Coordinating Committee. 1994. Free publication.

**Order from:** the Trade Information Center, U.S. Department of Commerce, tel: 1-800-USA-TRADE or 1-800-872-8723.

- *The Global Speaker: An English Speaker's Guide to Making Presentations Around the World*. Kurtz, Patricia L.

Publisher: New York, NY, AMACOM, 1994. 140 pp. Cost: \$16.95.

**Order from:** AMACOM Books, 135 West 50th St., New York, NY 10020-1201, tel: 212-903-8087; FAX: 212-903-8168.

- *India Open for Business-Guidelines and Opportunities for Companies Worldwide*. Publisher: Odenton, MD: Baltimore Washington International Consulting, 1994. 407 pp. Cost: \$49.99.

Provides instruction and necessary forms on such strategic options as forming joint ventures, transferring technology, exporting to India. Also lists best products for exporting to India.

**Order from:** Baltimore Washington International Consulting, 727 Thornwood Dr., Odenton, MD 21113, tel: 410-519-3025; FAX: 410-519-3073.

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## Publications, continued from page 7

- *International Marketing Data and Statistics 1995*. Publisher: London, U.K., Euromonitor. 1994. 652 pp. Cost: \$320.00

Data coverage includes all the countries of the world outside of Europe. Also included is a directory of information sources.

**Order from:** Euromonitor International, 111 W. Washington St., Ste. 290, Chicago IL 60602 or Gale Research Inc., 835 Penobscot Building, Detroit, MI 48226-4090, tel: 800-877-4253 or 313-961-2242.

- *Latin America at a Glance*. Publisher: New York, NY: The Economist Intelligence Unit. 1994, 84 pp. Cost: \$195.00

A compilation of up-to-date regional market data.

**Order from:** The Economist Intelligence Unit, The Economist Building, 111 West 57th St., New York, NY 10019, tel: 212-554-0600; FAX: 212-586-1181.

- *The World Directory of Exhibitions and Trade Fairs*. Publisher: London, U.K., Euromonitor. 1994, 450 pp. Cost: \$390.00.

Contents: major trade fairs and exhibitions; name of the event, exhibition profiles, organizer, venue, frequency, dates of forthcoming events, target clientele and more.

**Order from:** Euromonitor International, 111 W. Washington St., Ste. 290, Chicago, IL 60602 or Gale Research Inc., 835 Penobscot Building, Detroit, MI 48226-4090, tel: 800-877-4253 or 313-961-2242.

## **Bibliographies/Reports**

### **U.S. Department of Agriculture (USDA)**

- *Caribbean Basin: Business and Marketing Information Resources*. Lassanyi, Mary E., August 1995. 32 pp. SRB 95-04. Free publication. Also available electronically on ALF (filename: SRB95-04.BIB) and ATMIC's Home Page.

**Publisher:** Beltsville, MD, Agricultural Trade and Marketing Information Center, National Agricultural Library, Agricultural Research Service, USDA.

**Request from:** Agricultural Trade and Marketing Information Center, National Agricultural Library, Agricultural Research Service, Room 302, 10301 Baltimore Blvd., Beltsville, MD 20705-2351. Please include a self-addressed gummed label with your request.

- *Export Elevator Directory*. March 1995. 73 pp. Free publication.

**Publisher:** Washington, DC: Federal Grain Inspection Service, Grain Inspection, Packers and Stockyards Administration, USDA.

**Request from:** USDA, GIPSA, FGIS, Compliance Division, Room 1647-S, P.O. Box 96454, Washington, DC 20090-6454; tel: 202-720-8536.

- *Former USSR: International Agriculture and Trade Report*. Foster, Christian J. and Liefert, William M. - Economics editors. May 1995. 40 pp. WRS-95-1, cost: \$9.00.

**Publisher:** Washington, DC: Economic Research Service, USDA.

**Order from:** ERS-NASS, 341 Victory Drive, Herndon, VA 22070; tel: 1-800-999-6779 U.S. and Canada (weekdays 8:30-5:00 ET). Other areas call tel: 703-834-0125; FAX: 703-834-0110.

- *Profile of the International Floriculture Industry*. Hayes, Kate and Stevanus, Mary. June 1995. 97 pp. Miscellaneous report. Free publication.

**Publisher:** Beltsville, MD, Technology Transfer Information Center, National Agricultural Library, Agricultural Research Service, USDA.

**Request from:** Technology Transfer Information Center, National Agricultural Library, Agricultural Research Service, 4th floor, 10301 Baltimore Blvd., Beltsville, MD 20705-2351. Please include a self-addressed gummed label with your request.

- *The Spice Market in the United States: Recent Developments and Prospects*. Buzzanell, Peter J., Rex Dull, and Fred Gray. July 1995. 48 pp. Agricultural Information Bulletin no. 709. Cost: \$9.00.

**Publisher:** Washington, DC: Economic Research Service, USDA.

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Request from: ERS-NASS, 341 Victory Drive, Herndon, VA 22070. Call 1-800-999-6779. Toll free in the U.S. and Canada. Other areas, call 1-703-834-0125.

- *Transport and Handling of Livestock and Poultry.* Berry, D'Anna. May 1994. 62 pp. QB94-32. Free publication.

Publisher: Beltsville, MD, Animal Welfare Information Center, National Agricultural Library, Agricultural Research Service, USDA.

Request from: Animal Welfare Information Center, National Agricultural Library, Agricultural Research Service, 5th Floor, 10301 Baltimore Blvd., Beltsville, MD 20705-2351. Please include a self-addressed gummed label with your request.

### **U.S. General Accounting Office (GAO)**

For ordering information and cost of publications contact: U.S. General Accounting Office, P.O. Box 6015, Gaithersburg, MD 20877 or call 202-512-6000; FAX: 301-258-4066.

- *Agricultural Marketing. Comparative Analysis of U.S. and Foreign Promotion and Research Programs.* Washington, DC: Resources, Community and Economic Development Division, GAO, April 1995. 65 pp. Report no. GAO/RCED-95-171.
- *Export Promotion. Rationales for and Against Government Programs and Expenditures - Testimony.* Washington, DC: General Government Division, GAO, May 23, 1995. 11 pp. Report no. GAO/T-GGD-95-169.
- *Small Business. Information on Eight Small and Disadvantaged Business Utilization Offices.* Washington, DC: Resources, Community and Economic Development Division, GAO, April 1995. 14 pp. Report no. GAO/RCED-95-137.
- *U.S. Department of Agriculture: Foreign-Owned Exporters' Participation in the Export Enhancement Program.* Washington, DC: General Government Division, GAO, May 1995. 26 pp. Report no. GAO/GGD-95-127.

## **Articles of Interest**

- "Business Travelers to South Africa Will Find a Full Range of Support Services." U.S. Embassy Staff, Pretoria. In: *AgExporter*, VII(5):8, May 1995.
- "Charting U.S. Agricultural Exports to Central America." In: *AgExporter*, VII(5):10-13, May 1995.
- "Fact File on Vietnam." In: *AgExporter*, VII(7):15-16, July 1995.
- "High-Value Food Products Boost Agricultural Exports." Greene, Joel. In: *FoodReview*, 17(3):18-22, September-December 1994.
- "International Trade Agreement Provides New Framework for Food-Safety Regulation." Unnevehr, Laurian et al. In: *FoodReview*, 17(3):2-6, September-December 1994.
- "Market Development Programs Help Expand U.S. High-Value Agricultural Exports." Ackerman, Karen Z. In: *FoodReview*, 17(3):23-27, September-December 1994.
- "Rich Market Opportunities in Russia's Resource-Rich Urals Region." Wenberg, Eric A., and Hoff, Robert. In: *AgExporter*, VII(7):10-12, July 1995.
- "South Africa's Marketing System: Where the Consumers Are and How To Reach Them." Benson, James M. In: *AgExporter*, VII(5):4-5, May 1995.
- "South African Market a Diamond in the Rough for U.S. Farmers and Agribusiness." Agricultural Trade and Investment Mission to South Africa Members. In: *AgExporter*, VII(5):4-5, May 1995.
- "U.S. Table Grape Exports Scoring Big in World Markets." Kreamer, Ross. In: *AgExporter*, VII(7):16-17, July 1995.
- "Vietnam: A Market of Potential for Agricultural Exporters with Patience." In: *AgExporter*, VII(7):13-14, July 1995.

The *AgExporter Magazine* is published by the Foreign Agricultural Service, U.S. Department of Agriculture, Washington, DC. Order from: National Technical Information Service, Subscription Section, Springfield, VA 22161. Tel: 703-487-4630. Price: Domestic - \$34.00, foreign - \$42.00 (12 issues).



## Help Build ATMIC's WWW Home Page and Gopher Site

- Are your marketing- and trade-related documents available on a WWW or gopher site?
- Do you have a favorite site you visit to find agricultural marketing information?

We would like to include links on ATMIC's Home Page and gopher site to your favorite sites and to your own marketing- and trade-related publications, resource lists, newsletters and other information available electronically via a gopher or world wide web site. Send the WWW or gopher address and a brief description of the information available to: Mary Lassanyi, Home Page Links, ATMIC, USDA/ARS/NAL, 5th Floor, 10301 Baltimore Blvd., Beltsville, MD 20705-2351, or e-mail: [mlassany@nalusda.gov](mailto:mlassany@nalusda.gov).

## Conferences/Meetings/Trade Fairs/Trade Shows

### Trade Shows

International Food and Beverage Shows and Sales Missions are sponsored by USDA's Foreign Agricultural Service. For additional information on the shows and sales missions listed below, please contact: USDA Trade Show Office, Foreign Agricultural Service, Ag Box 1052, Washington, DC 20250-1052. Tel: 202-690-1182; FAX: 202-690-4374; and/or contact listed under a specific trade show.

### 1995

- |                             |   |
|-----------------------------|---|
| September 30 -<br>October 5 | <b>ANUGA'95</b> , Koeln Messe (Cologne Fairgrounds), Hall No.2 and 3, 2nd Fl. Cologne, Germany.   |
| November 10-16              | <b>GUATEMALA-COLOMBIA Sales Mission</b> . Guatemala City, Guatemala and Bogota, Colombia. Contact: Joe Hain. Tel: 202-720-3425; FAX: 202-690-4374; E-mail: <a href="mailto:JHAIN@Ag.Gov">JHAIN@Ag.Gov</a>   |
| November 13-17              | <b>WORLD FOOD'95</b> . 4th International Food, Food Processing and Packaging Exhibition and Conference. Krasnaya Presnya, Moscow, Russia. For further information contact COMTEK International, 43 Danbury Road, Wilton, CT 06897. Tel: 203-834-1122; FAX: 203-762-0773.  |
| November 23-29              | <b>IGEHO'95</b> . 16th International Exhibition for Industrial and Institutional Catering, Hotels and Restaurants, Basel, Switzerland. Contact: Sharon Bylenga, Agricultural Attache, U.S. Embassy Bern, Unit 31128, APO 09164. Tel: 41-31-357-7493; FAX: 41-31-357-7363. |

### 1996

- |               |  |
|---------------|--|
| January 13-16 | <b>MEFEX'96 Food Show</b> . Manama, Bahrain. For more information contact: Ms. Marlene Sorra, IMEX Management, Inc. 13415 Connecticut Ave., Ste. 105, Silver Spring, MD 20906. Tel: 301-460-9751; FAX: 301-460-0045. |
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## **Other International Trade Shows/Trade Fairs/Conferences/Meetings 1995**

- September 12-14      **Food Ingredients South America 1995.** Sao Paulo, Brazil. Contact: T&G Food Ingredients Services, Inc. 4220 Commercial Way, Glenview, IL 60025. Tel: 708-635-9960; FAX: 708-635-6801.
- September 19-21      **Grain Processing Asia'95.** Singapore. Contact: Turret Group Plc., 171 High St., Rickmansworth, Herts WD3 ISN, England. Tel: 440-923-777000; FAX: 440-923-771297.
- September 21-24      **International Meat Industry Convention and Exposition,** Chicago, IL. Contact: Maria Mulbey. Tel: 703-841-2400; FAX: 703-527-0938.
- October 1-3            **FMI Seafood Merchandising Conference,** Orlando, FL. Contact: Food Marketing Institute, 800 Connecticut Ave., N.W., Washington, DC 20006. Tel: 202-452-8444.
- October 11-15        **National Fisheries Institute's 50th Anniversary Convention,** Boston, MA. For more information call: 703-524-8881.
- October 13-17        **Produce Marketing Annual Convention,** San Diego, IL. Contact: Rose Ascione. Tel: 302-738-7100; FAX: 302-731-2409.
- October 16-18        **Snack Food Association Fall Seminar,** Williamsburg, VA. Contact: SFA, 1711 King St., Ste. 1, Alexandria, VA 22314. Tel: 703- 836-4500.
- October 24-27        **1995 Dairy Foods Industry Convention,** Chicago, IL. Contact: International Dairy Foods Association, 1250 H St., N.W., Ste. 900, Washington, DC 20005. Tel: 202-296-4250.
- October 26-28        **International Bottled Water Association Annual Convention and Trade Show,** San Antonio, TX. For more information contact: 703-683-5213.
- October 30-  
November 2           **International Dairy Show,** Dallas, TX. Contact: Bill Tinklepaugh. Tel: 202-737-4332; FAX: 202-331-7820.
- November 2-3        **Conference of Food Engineering 1995,** Chicago, IL. Contact: Dr. Ganesan Narsimhan, Purdue University, 1146 Agen, West Lafayette, IN 47907-1146. Tel: 317-494-1199; FAX: 317-496-1115; e-mail: narsimha@ecn.purdue.edu.
- November 5-7        **National Food Processors Association 88th Annual Convention,** Chicago, IL. Contact: National Food Processors Association, 1401 New York Ave., N.W., Washington, DC 20005. Tel: 202-637-8051.
- November 5-10       **First American Exhibition in the Arabian Gulf,** Doha, State of Qatar. For more information contact: Albaz Publicity and Advertising, 8150 Leesburg Pike, Ste. 600, Vienna, VA 22182. Tel: 703-883-8230; FAX: 703-883-8207.
- November 7-9        **Food Ingredients Europe 1995,** Frankfurt, Germany. Contact: T&G Food Ingredients Services Inc., 4220 Commercial Way, Glenview, IL 60025. Tel: 708-635-9960; FAX: 708-635-6801.

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## Meetings, continued from page 11

- November 8-9      **Caribbean Matchmaker Event.** For more information contact: Otilia Solano, Commercial Service, Santo Domingo. Tel: 809-221-5328, 809-221-2171, ext. 405; FAX: 809-688-4838.
- November 10-14      **Alimentaria MAGHREB,** Casablanca, Morocco. Contact: Eduardo Manresa. Tel: 34-3-3017286.
- November 12-15      **Private Label Manufacturers Association,** Rosemont Convention Center, Chicago, IL. Contact: Private Label Manufacturers Association, 369 Lexington Ave., New York, NY 10017. Tel: 212-972-3131.
- November 12-18      **AGRITECHNICA'95.** International DLG Exhibition for Agricultural Machinery, Hannover, Germany. Contact: Hannover Fairs USA, Inc., 103 Carnegie Center, Princeton, NJ 08540. Tel: 609-987-1202; FAX: 609-987-0092.
- November 18-20      **INTERBEV'96,** Houston, TX. Contact: Mary Stickley. Tel: 202-463-6721; FAX: 202-833-2484.
- December 1-5      **National Food Brokers Association,** New Orleans, LA. Contact: NFBA, 2100 Reston Parkway, Ste. 400, Reston, VA 22091-1208. Tel: 703-758-7790.
- December 3-7      **1995 Miami Conference on the Caribbean and Latin America,** Hyatt Regency Hotel, Miami, FL. Contact: Caribbean Latin American Action, 1818 N St. N.W., Ste. 310, Washington, DC 20036. Tel: 202-466-7464; FAX: 202-822-0075.

## **1996**

- January 5-7      **Allied Social Science Association 1996 Annual Meeting,** Hilton, San Francisco, CA. Contact: ASSA, 2014 Broadway, Ste. 305, Nashville, TN 37203. Tel: 615-322-3509
- January 31-February 3      **Pacific Asia Travel Association Conference,** Long Beach, CA. (Methods of marketing in Asia.) Contact: Bill Hustings or Christina Gray, PATA Communications. Tel: 415-986-4646.

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